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COMMERCIAL STANDARDS GROUP, BUREAU OF STANDARDS.
(This Includes: Division of Simplified Practice; Division of Specifications;
Commercial Standards Unit; American Marine Standards Committee.)

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1. KEEPING STEP WITH STYLE THROUGH SIMPLIFICATION.

Ray M. Hudson, Assistant Director, Commercial Standards.

Current demands for better quality, more style and color, -- also for more variety in products, are natural consequences of greater individual prosperity. They are among the first evidences of the arrival of a higher standard of living, and as such are not to be deprecated.

It is recognized that demands for greater variety often add to manufacturers' problems by increasing

unit production costs, expanding inventories, and by requiring greater sales effort to secure satisfactory turnover from the more diversified line. Merchants similarly encounter problems of increased inventory and reduced turnover when stocks become too highly diversified.

The problem therefore is to "keep in step with style", and yet retain the advantages inherent in manufacturing and selling a simplified line. This can be done by regularly reviewing the outward movement of the goods, group by group, class by class, or line by line; in other words, continually studying their relative rates of consumption. Studies in various industries show that as a rule 80 per cent of the business comes from 20 per cent of the varieties offered, and that the other 80 per cent of the line which brings in only one-fifth of the business often absorbs the profits on that 20 per cent of the line composed of the proven "best-sellers".

Frequent analysis of stocks or lines to determine what items have passed out of the "best-seller" class will enable both manufacturer or merchant to keep stocks trimmed to the minimum of variety consistent with service and satisfaction to their trade and to themselves.

Simplification is primarily a commercial program or policy. It means concentration of production and selling effort on varieties in most common or general demand. It is easily seen that in some classes of goods the simplified line of 1928 or of 1929 may be radically different from that of 1927. Simplification means the elimination of the slow-moving, the seldom-wanted, the little-called for. It is a process of reducing numbers, - of discontinuing unnecessary or superfluous varieties.

A manufacturer or a merchant who applies simplification has a better chance of keeping step with style, or of meeting the public's demand for more art in industry, than one who does not for the former has less to throw overboard, or liquidate, when styles change or living standards advance.

Those who have applied simplification point out its profit-making values, and especially its contribution to greater and sustained purchasing power through the savings it produces. These savings result from the elimination of those wastes found in unwarranted diversification, such as excessive inventories, idle investment, greater cost-to-carry, slower turnover, rapid obsolescence, and unnecessarily decreased profits.

2. AMERICAN MARINE STANDARDS COMMITTEE.

Of the fifty-three standards thus far promulgated by the American Marine Standards Committee, fifty-one have been, or are being, published at this time. Numerous additional standards covering a variety of subjects are in course of development by the committee. It is expected that the number of standards promulgated and the list of publications will be greatly increased during 1928.

For the benefit of those readers of the Monthly News Bulletin who may not be familiar with the American Marine Standards Committee, it seems appropriate to state that it was organized primarily to promote simplification of practice and economy in the construction, operation and maintenance of ships and port facilities. In its plan of organization the underlying authority is vested in a membership enrolled from the marine and allied industries. An executive board, elected annually from and by the membership, appoints and controls the administrative officers and technical committees, directs the general policies, and defines the technical working program. In actual operation the committee, is regarded as a unit of the Division of Simplified Practice. Its secretary, who is in effect the executive officer, has his headquarters in the Division.

Up to the present time the field of activities of the committee has been confined to three divisions; Hull Details, Engineering (Machinery) Details, and Ship Operation Details and Supplies. Each of these divisions is headed by a technical committee appointed by the executive board. Each technical committee in turn forms subject committees as required to develop details. The personnel of the subject and technical committees is drawn from the marine field at large, and not confined to the membership. Provision is made to coordinate the work with current progress in related activities through contacts established with other standardizing bodies in the United States and progress of similar work abroad is closely observed by exchange of publications with foreign bodies. Attached to the Bulletin is the list of publications of the Committee.

3. PLUMBING AN ART. The art of plumbing, once a neglected subject, is receiving an increasing amount of attention. Significant of this growing interest is the holding of a 2-day Heating and Plumbing Institute this month at the University of North Carolina. The School of Engineering of that institution, working in cooperation with the North Carolina Association of Plumbing and Heating Contractors, has invited architects, health officers, waterworks officials, plumbers and others, to come together for the purpose of hearing discussions by qualified experts.

The program is comprehensive, including such topics as the relation of plumbing to public health, chemistry and physics of plumbing, hydraulics of plumbing systems, and a discussion of a model plumbing code by William C. Groeninger, member of the Sub-committee on Plumbing of the Department of Commerce and chairman of the Research Committee of the American Society of Sanitary Engineering. Heating and Insulation will also be taken up at the meeting.

4. WANTED: A SIMPLIFIED MADE-TO-MEASURE ORDER BLANK. A long felt want in the clothing industry is a simplified measuring blank, according to The Clothing Trade Journal which states editorially that there is a great variety of measuring blanks on the market of various sizes, shapes and colors. Most of these blanks have old cuts illustrating where the measure should be taken and forms illustrating the various possible human abnormalities. Many of the blanks contain a number of unnecessary questions. Measurements are repeated, and so forth.

Taking it all in all, they are very difficult to decipher by the cutter who must closely follow instructions. A great deal of time is wasted in reading them. Many errors are raised because of the bad arrangement and the unnecessary information that is printed or written on these blanks. Retailers or agents who handle two or more lines become confused in filling their orders, owing to the different ideas in measuring. There seems to be no standardization. There is no question that these blanks can be simplified both as to size and copy, and a standard blank made that will give complete satisfaction. A great savings in cost of printing can be made alone. Millions of these blanks are being used. "Why not get one that will be smaller, easier to read and decipher and simpler to fill out, at a lower cost?" editorially asks The Clothing Trade Journal.

5. STANDARDIZED PLATFORMS ADVOCATED. Standardization of heights and widths of platforms to be handled by electric lift-trucks was advocated by Mr. Merritt Lum, of Chicago, before the shop practice sessions, held under auspices of the machine shop practice division of the American Society of Mechanical Engineers, and the Machine Tool Congress during the 48th Annual meeting of the A.S.M.E. in New York last month.

In his paper before the meeting Mr. Lum referred particularly to the practice of one of the leading automobile concerns (Hudson Motor Car Company) of requiring that certain materials supplied from outside, be delivered on skid platforms of definite dimensions. He said that these platforms have to be packed in cars in a definite manner, so that they may be easily

unloaded. The educational effect of these practical requirements upon the people who supply the materials, while not measurable, must be great, he said.

6. MANAGEMENT THE MAJOR FACTOR IN ALL INDUSTRY. Under this heading John J. Raskob, chairman of the Finance Committee of General Motors Corporation, recently said in Industrial Management that the three governing factors in industrial production are capital, labor and management. Capital and labor are easy to secure; management must be more dilligently sought.

The great industrial enterprises of this country were built by men possessing the managerial gift. The man who directs the affairs of a large business must know how to pick men, delegate authority to them and exact results from them. The kind of executives to develop are those able to organize and operate companies of their own. Consequently, they should be made partners in the business for which they are working, so that their combined ability is concentrated more effectively upon the development of the business. The opportunity to profit by the prosperity of the business may be given every member of the organization, either in the form of managers' securities companies or through the bonus plan. The central motive in the business is the owners' welfare, which can be assured only by management of the highest order. Heaviest responsibility of formulating policies and directing the affairs of a corporation rests upon the major executives, irrespective of the contribution made by every workman in the organization.

7. MESSENGER SERVICE ENVELOPE. A saving of approximately $1,427.35 has been effected by one of the Government Departments through the adoption of a so-called "Messenger Service Envelope". These envelopes are 9½" x 12", with reinforced buttons and string tie, and are ruled on the outside cover for 32 office addresses. The question of designating such a messenger service envelope for general use within the Federal Services is now being considered by the Inter-departmental Board of Simplified Office Procedure. The same practice has been instituted by the Westinghouse Electric and Manufacturing Company with very pleasing results.

8. COMPETITION FOR BETTER QUALITIES AND GRADES. "The setting up of standards of quality in an industry by group action and the joint exploitation of these standards to the trade and the public is now an outstanding activity and feature of 'The New Competition'. This standardization process and exploitation through national advertising have been successfully applied to products which the laymen would never think could be so handled, such, for instance, as sheet steel and malleable castings, materials of seemingly little interest to the general public", editorially says The Canner, continuing "Producers of various kinds of goods have found it profitable to standardize their grades, sizes and quality, and deliver to the public known values. Here indeed is a competition in the making a competition for better qualities and grades."

9. BULLETIN ON HOME FINANCING METHODS TO AID HOME BUYERS. "Present Home Financing Methods" is designed to assist those who must borrow in order to buy, build, or re-finance their homes, and to present pertinent information for those interested in improving the home financing facilities of their communities.

This publication, issued by the Building and Housing Division of the Department of Commerce, considers home buyers and builders in three groups according to the percentage of the cost they can give as an initial payment, and discusses the policies and methods of lending agencies available to each group. Second and third mortgages, and the land contract method of purchases are also described. The section "Choosing a Home Finance Agency", guides prospective borrowers in determining the merits of various loan plans, and indicates some of the pitfalls to be avoided. Possible improvements in present facilities and suggestions for their realization are discussed in the conclusion.

This publication has been submitted to experts in the home financing field throughout the country, and has been highly recommended as of distinct value to prospective home buyers and builders. Copies of the 15-page mimeographed preliminary edition may be obtained from the Division of Building and Housing, of the Department of Commerce, on request.

10. FEDERAL GOVERNMENT SETS EXAMPLE IN USE OF SHORT-LENGTH LUMBER. The campaign of the National Committee on Wood Utilization, Department of Commerce, for the use of short-length lumber, which is less than 8 feet, has been strengthened by the recent action of at least two Federal Government Departments. At the request of the Secretary of War, committee experts were called upon to assist the Quartermaster General in drafting new specifications for box and crating lumber. The revised specifications just sent out by the War Department call for lumber in lengths of four feet and up, with a considerable percentage of short-lengths.

Further revision of the specifications will be effected should this first experiment give satisfactory results. Following that action, the Office of Indian Affairs, Department of the Interior, announced its intention of specifying short-lengths and end-matched lumber whenever feasible. Much favorable comment on the use of short-length lumber has already been received from industry, because this policy enables a closer utilization of saw logs, at the same time giving the benefits of savings resulting from the lower prices quoted, on short-lengths.

11. SALES OF CANDY BARS INCREASED THRU SIMPLIFICATION. Two years ago The Imperial Candy Company of Seattle Wash., had 58 varieties of five-cent bars on the market while the public taste pivoted on just 8 of these. The President of the company, Mr. C. E. Roberts, a firm believer in simplified practice, started in to eliminate the waste within his own company. Eliminating the surplus 50 varieties, Mr. Roberts also eliminated the names of each candy bar and substituted a number, 1 to 8, inclusive.

As a result of this simplification movement, The Imperial Candy Company, merchandised 325 per cent more of this 8-variety line in nine months than they had sold of the 58-variety line the entire 12-month period preceding. Now the company is going to go through the other departments of the firm instituting simplification wherever possible, in order to eliminate the avoidable waste.

12. WILLIAM B. TURNER WINS ECONOMIC CONTEST PRIZE. William B. Turner, of Twin Falls, Idaho, won the first prize of $1,000, offered by the Alvan T. Simonds Economic Contest for 1926, on his article "Saving and Spending as Factors in Prosperity". A second prize of $250, was awarded to Miss A. L. White of New York City for her article on the same subject, while a third prize of $250, was awarded to Frederick E. Lyford of Waverly, N.Y., for his article "Simplification and Standardization in Relation to Saving."

The announced purpose of the contest was to arouse more general interest in the subject of economics as related to individual and general walfare, and to increase general ecomomic intelligence and a knowledge of what is genuine thrift, - thrift that increases general and individual welfare.

13. STUDIES SHOW PACKING OF COMMODITY CLOSELY ALLIED WITH ITS PRODUCTION. In modern practice the packing of a product can scarcely be considered as separate from its manufacture. The engineering principles applied to the production of the commodity are just as necessary to the development of proper shipping containers, yet many whose products are the result of diligently applied engineering principles have given little consideration to this fact. Alert manufacturers, however, are giving more and more attention to shipping containers. Careful study has convinced many that savings can be effected in efficient packing as well as in efficient manufacturing, and some concerns are showing profits by reducing packing costs while not able to reduce production costs.

In collecting material for the "Packing Series", recently released by the Transportation Division of the Department of Commerce, many interesting actual savings in packing were disclosed. By improving packing and carloading methods, one mid-western furniture manufacturer was able to save $40 per car, a very important item in view of his annual shipment of 1,000 cars. Another feature brought out by the packing studies was the value of metal strapping on shipping containers. Tests show that material used in wooden boxes can be reduced from 20 to 40 per cent by the use of metal strapping. Strapping also permits small units to be bound together, which facilitates handling and lessens the likelihood of packages becoming separated and lost. The packing pamphlets, Domestic Commerce Series Nos. 10 to 16, defining the engineering principles of various types of containers, may be obtained from the Government Printing office, Washington, D. C., for 5 cents a copy.

14. WOOD UTILIZATION NEWS. The National Committee on Wood Utilization of the Department of Commerce, is now publishing its own news bulletin, under the title of "Wood Utilization News". This publication, in mimeographed form, is available to the readers of the monthly news bulletin of the Division of Simplified Practice, without cost. A request addressed to the National Committee on Wood Utilization, Department of Commerce, Washington, D. C. will be sufficient to cause one to be placed on the mailing list.

15. EFFICIENCY TEST. "The test of the efficiency of any organization is going to be measured not only by its service and the quality of products but by its continual and progressive reduction in the prices of its products to the public", recently said Gerard Swope, President of the General Electric Company, in an address before the annual dinner of the Associated Business Papers, Inc. Continuing, he said:
"That doesn't mean a cut-throat policy but it means the application of intelligence and of science to the problems before us; of better methods being introduced in industry, so that without reducing the earnings of labor we can still reduce the selling prices to the public. Simplification is one of the better methods now being adopted by industries in a program for better service to the public".

16. WRONG "SIZE" PURCHASES MAKE FOR WASTE. In a recent number of the Bulletin of Business Research of the Ohio State University, there is a most interesting article on wrong size purchases being responsible for return of purchases in retail trade. This article states that retail customers return more purchases because of unsatisfactory size than for any other reason. Further, by their own statements, size returns are caused by the customer's failure to ask for the right size rather than by a wrong size sold or marked by the store.

Considering all types of merchandise, the wrong size was asked for in 27.2 per cent of the cases in which returns were due to size, while the wrong size was sold in but 2.6 per cent and marked in but eight-tenths of one per cent of the cases. Men's and Boy's Ready-to-Wear, Women's Ready-to-Wear Accessories, and Shoes are leaders in the proportion of returns due to customers asking for the wrong size, ranking in the order stated. It is interesting to note that Women's and Misses' Ready-to-Wear is much less often returned for size reasons than Men's and Boy's Ready-to-Wear, Women's Ready-to-Wear Accessories, or even shoes. This may be due to better standardization of sizes, better knowledge of what is required, or to the fact that women do most of the shopping in all of these lines.

17. U. S. MASTER SPECIFICATIONS ANNOUNCED. The Federal Specifications Board has promulgated the following specifications as U. S. Government Master Specifications:

FSB No.

161a - Coffee, Tea and Cacao Products, Revision.
315a - Sugar and Sugar Products, Revision.
399a - Brushes, Flat Fitch, Revision.
538 - Receptacles, Waste-paper, Fiber, office and lobby.
539 - Erasers, Steel.
540 - Netting, mosquito (Unbleached Bobbinet).
541 - Goggles for protection against flying particles and chips.
542 - Goggles, rubber frame.
543 - Goggles, welders'.
544 - Helmets, Welders'.
545 - Masks, Babbitting.
546 - Helmets, Sandblasting.
547 - Shields, Welders' hand.

Copies of these specifications may be obtained upon request, by addressing the Federal Specifications Board Board, Bureau of Standards, Washington, D. C.

18. PER CAPITA PRODUCTION HAS RESULTED IN HIGHER LIVING STANDARDS. The high standards of living enjoyed by the American people have largely resulted from the steady increase of per capita production, remarks the American Review of Shoes and Leather discussing how to further Waste Elimination. Continuing, the magazine says that "The maintenance and further advance of these standards can be assured only by further development of productivity and the effecting of economies in methods and processes, and by the elimination of waste in materials, and by motion in industry Success in accomplishing these things is largely dependent upon the intelligence with which the army of shoe and leather workers is supervised, with respect to this industry. This is where the 'super' and the foreman will play an important part in 1928, and in the years to follow. At no place can a line be drawn dividing personnel from production. In the last analysis, problems of production are problems of personnel."

19. MANAGEMENT'S PART IN MAINTAINING PROSPERITY. In discussing this subject in The American Machinist K. H. Condit, Editor of the magazine, said that management can do nothing more likely to maintain prosperity than to take an active interest in sane standardization and to aid in the work of promoting general adoption of existing standards of all kinds.

Furthermore, he points out that where formerly standardization was rather generally conceded to be an engineering function, today it has swung from the engineering society to the trade association and thus enters the province of the management. If every executive position in a plant were carefully analyzed to eliminate duplication of effort, fix responsibility and specify the duties of every official, from foreman on up, much of the inefficiency charged to management could be eliminated.

20. TO PUSH CENTRALIZED PURCHASING. A concentrated drive to centralize purchases in the States of Delaware, Connecticut, Ohio, and Missouri, is the immediate objective of the Government Purchases Committee, according to Walter N. Kirkman, chairman, and Maryland State Purchasing Agent. "In these states" Mr. Kirkman points out, "organizations have already been established to secure the passage of centralizing purchasing legislation and it is planned to cooperate with them in preparing the legislation as well as in stimulating public sentiment to support the movement. The National Committee on Government Purchases is willing to cooperate with any centralized purchasing movement in any part of the country and will be glad to act as clearing house of advice."

21. SPONSORS 23 STANDARDIZATION PROJECTS. The American Society of Mechanical Engineers now holds sponsorship or joint sponsorship for 23 projects or sectional committees and 100 sub-committees and sub-groups have been organized to carry the work forward. Standardization in mechanical engineering has made considerable progress during the past year.

22. S.A.E. STANDARDIZATION. With six hundred standards and recommended practices adopted by the Society of Automotive Engineers and published in its handbook, activity in standardization work seems to increase rather than to diminish. Despite all the standardizing that has been done in the automotive industry, there is great variety in the construction and appearance of the different makes of automobiles, trucks and motorcoaches. This desirable condition is due to the fact that the standards fixed pertain to such details as dimensions of bolts and nuts, screw-threads, pipe diameters and connections, physical properties of metals and other materials, and other invisible or unnoticeable factors and details. These standards do not restrain the designer in the exercise of originality nor affect the general proportions and appearance of the vehicle, but they do make parts and fittings interchangeable on different makes of cars and, by reducing the multiplicity of sizes and types of minor items entering into the make-up of a motor vehicle, reduce the cost materially.

23. STANDARDIZATION OF ALUMINUM UTENSILS. A recent meeting in Berlin, Germany, of representatives of the German Aluminum Ware Industry Association and the British Aluminum Hollow-ware Manufacturers' Association, discussed the standardization of aluminum utensils, and the introduction of world-standards. It is understood that the English makers are now to attempt to set up British standards, taking into account as far as possible the German standards. The question of world-standards, which would require the cooperation of the French, Swiss and American industries, has been postponed.

24. OUR STANDARD OF LIVING CHANGED. Closely associated with the matter of wages is that of cost of living, according to Ethelburt Stewart, in his annual report as Commissioner of Labor Statistics, who says that the real value of a money wage changes, of course, with fluctuations in the prices of the things the worker buys. To obtain an accurate measure of this, the Bureau makes a monthly report on retail food prices and a semi-annual study of changes in the cost of living as a whole.

During the past year the Bureau gave increasing attention to the subject of productivity of labor; that is to say, the output per worker. Owing to various circumstances, there has been in recent years an amazing increase in the output per worker. This development raises several very important questions, such as the right of the worker to a share in his increased output, and the effect of increased productivity in displacing labor.

25. STATE HIGHWAY BUYERS MEET. Purchasing agents of the State Highway Departments of Connecticut, Delaware, Illinois, Indiana, Kentucky, Maine, Maryland, Massachusetts, Michigan, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Tennessee, Vermont, Virginia and West Virginia were invited to attend a conference early this month, of the National Association of State Highway Purchasing Officials in Cleveland, Ohio.

This conference has as its purpose the standardization of specifications and proposals covering materials, supplies and equipment used in the construction and maintenance of state highways. It is believed that the problems of purchasing agents in the highway departments of the different states have much in common, and that a mutual exchange of ideas and suggestions, and the standardization of forms, will simplify the work of the purchasing officials and result in a greater degree of efficiency.

26. THAT TEN-BILLION-DOLLAR WASTE. Professor Paul E. Holden of Stanford University, in a recent article in The Magazine of Western Finance tells a mighty interesting story of our Ten Billion Dollar Waste, and says that by means of reasonable simplification and standardization a saving of $85 per year for every man, woman and child in this country could be effected. This brings simplification home to the ultimate consumer, who, in the final analysis, will either make effective the simplified projects by using staple products or increase our annual waste bill.

27. DON'T USE OVER-SIZE BAGS. Kaufman & Baer of Pittsburgh have found it worth while to standardize supplies. Only three regular sizes of merchandise bags are used; the 4 x 6 inch size for notions and goods, low priced jewelry, etc.; the 5 x 7 inch size for notions, handkerchiefs, toilet goods, etc.; and the 9 x 12 inch size for yard goods, underwear, house furnishings, etc The sales people are instructed not to use over-size bags for merchandise.

28. BETTER BUSINESS THROUGH RESEARCH. A recent survey made for the New England Council covering successful examples of research applied to promote business in New England developed some real interesting information, according to The Executives Service Bulletin.

It was found that one company, The Morgan Construction Company, had reduced its inventories 58 per cent and that for the past three years this company has maintained a special department under the direct supervision of the vice-president, to study standardization and simplification The activities of this special department contributed largely to reducing inventories 58 per cent.

29. SIMPLIFICATION OF STOCKS. During the recent Ohio Retail Grocers and Meat Dealers Association convention, held at Youngstown, simplification of stocks came in for a good share of discussion Perhaps no other line of business suffers so much from the penalties of enormous duplications of items and waste without any advantage to the consumer as the grocery business. Many well managed stores that have studied the problems, have individually effected great economies, and, have been able to render better service to customers by intelligently simplifying their stocks. It was reported at the convention that numerous other lines of business, both retail and wholesale, have made studies of stock simplification and have eliminated serious waste in the last few years.

30. MILL SUPPLY COUNCIL MEETING PROGRESSIVE. The recent meeting of the Mill Supply Council, held in Cincinnati, brought distinct, forward action, and was marked by a display of the finest possible cooperation between distributors and manufacturers on the mill-supply field.

Outstanding among the actions taken at this meeting was the decision to continue three separate organizations as at present, but with a general secretariat, and with the council as the clearing house and regulatory body. The meeting went on record as saying that the creation or marketing of unnecessary styles and sizes tending to lower turnover, increase inventory losses and raise overhead, is uneconomic and wasteful, and all efforts toward reasonable and advantageous standardization and simplification should be heartily supported.

The Council is comprised of the American Supply and Machinery Manufacturers Association, the Southern Supply and Machinery Dealers Association, and the National Supply and Machinery Distributors' Association. The council is represented on the Planning Committee of the Division of Simplified Practice by Mr. Lawrence G. Puchta, Vice President of the Queen City Supply Company, Cincinnati, Ohio.

31. FARMERS' WEEK LINKED WITH SIMPLIFICATION. During the second week of January, the West Virginia University held an exhibition for Farmers' Week in Morgantown, West Virginia. Under the auspices of the Departments of Farm Economics and Agricultural Engineering of the University, there was an exhibit of farm buildings and farm building layout. Literature of the Division of Simplified Practice on "The Marketing of Short Length Lumber", the Simplified Practice Recommendation adopted by the Lumber Industry, and other kindred subjects, were distributed. According to letters received from F. D. Cornell, Jr., of the University, this literature added greatly to the effectiveness of the plan.

32. TEN PER CENT SAVED IN ANNUAL PURCHASES, THRU SIMPLIFICATION. Ten per cent of the annual amount of the purchases is saved through purchase of the simplified stocks, is the belief of a committee of the American Railway Association, Division 6, Purchases and Stores, that is charged with the standardization and simplification of store stock and disposition of material reaching obsolescence. The committee reports that one railroad, over a period of three years, reduced the number of items of steel and iron bars, plates, shapes and sheets by 59 per cent. During this period the purchases increased 25.5 per cent in money value. Another railroad, by making a systematic study of certain items, has been able to eliminate 24 sizes of copper tubing, 18 sizes of brass tubing, 93 sizes of cold rolled steel tubing and 1289 fabricated steel car parts. The stock investment savings on the steel car parts alone, is approximately $43,-000 based on normal quantities previously carried, compared with what is now carried. The committee further states that there is a field for study in parts for mechanical and other appliances. Often-times standard commercial items can be utilized in preference to purchase from the manufacturer of the specialty.

33. INDUSTRY AND STANDARDIZATION. The Industrial Australian and Mining Standard recently discussed standardization and industry, with the need of standardization as the basis for industrial expansion, saying that the careful application of the policy of simplification and standardization must improve manufacturing prospects and incidentally the position of consumers, who are demanding some reduction from the prevailing high cost of local manufacturers in Australia.

Mr. E. R. Bartlett, author of the article in question, further stated that the demands of labor for a reduction of the hours of work and a higher standard of living make it imperative that industry shall be adjusted to enable wages to be paid in terms of production.

34. UNIFORM INVOICE FORMS SUPPORT. The National Machine Tool Builders' Association, Cincinnati, Ohio has just sent a bulletin to the membership asking for a vote on the adoption of the Simplified Invoice Form. The Board of Directors of the Association have approved this form and orderd it submitted to the membership for their consideration. The result of the poll will be forwarded to the Division of Simplified Practice by the Association.

35. CERTIFICATION OF COMMERCIAL STANDARDS. In connection with the development of commercial standards under auspices of the Bureau of Standards, lists are prepared of manufacturers who have expressed their desire to supply material under contracts based upon certain selected Federal Specifications. These manufacturers will certify to the purchaser, upon request, that the material thus supplied complies with the requirements and tests of the specifications and is so guaranteed by them.

By this it is stated that the certification is to be made by the manufacturer and not by the Bureau of Standards, and that the Bureau itself will not issue any label. This is proper, inasmuch as the Bureau merely develops the commercial standards in cooperation with the manufacturers, distributors and organized consumers.

It is interesting to note that many of the specifications to which the certification plan has been, or will be, applied, cover commodities of much concern to housekeepers. While it is not expected that the housekeeper will actually buy commodities on individual specifications, some day she may be induced to confine her purchases of certain kinds of commodities to those known to be manufactured to comply with certain nationally recognized specifications. Perhaps she may even now be induced to examine critically such of these commodities as she does purchase to determine whether or not they are as represented and will comply with her own requirements, to purchase on the basis of real quality and ability to meet service requirements rather than on the basis of superficial appearance or of the numerous kinds of sales arguments.

36. BRITISH STANDARDIZATION FOR AUTOMOTIVE PARTS. In the development of standard automotive parts, the British movement is assisted by the Society of Motor Manufacturers and Traders, Ltd. The promulgation of these standard practices differ slightly from the procedure followed in this country in that the British publish the names and addresses of the firms that manufacture and supply the standard article, whereas our practice is merely to list in the specific Simplified Practice Recommendation booklet, the names and addresses of the acceptors of the Recommendation.

37. CAUSES OF THE TIRE TREAD WEAR UNDER SURVEY. Watching through clear plate-glass with both the naked eye and the photographic camera, the Bureau of Standards is experimenting with a specially constructed apparatus to determine how and why the treads of automobile tires wear and the effect of axle-load and air pressures, according to an article appearing recently in the United States Daily. This article said that the apparatus, devised to ascertain by intimate observations the varying configurations in tire treads for the information of the industry, including a miniature car moved back and forth on a track by rack and pinion, with tire pressing against the glass plate at varying pressure and loads.

38. TRADE ASSOCIATION ACTIVITIES. According to a new publication of the Department of Commerce, "Trade Association Activities", it is indicated that trade associations are spending $35,000,-000 a year for cooperative industries research. Operating through trade associations in collaboration with the Department of Commerce, it is estimated that American industry is saving by means of simplification alone, $500,000,000 a year. Although commercial standardization is still in its infancy, it is estimated that trade associations are spending annually more than $3,000,000 on this type of research.

39. PACKING PLANT OPERATIONS. The Institute of American Meat Packers has just issued a pamphlet containing several interesting papers that were presented to the meeting of the Operating Section of the Institute in Chicago. These papers included "Reducing Processing Costs", "Packaging Economies"; "Interdepartmental Transfers", "Stimulating Employees' Interest in Firm's Products"; "Value of Appearance of Product".

The new competition that packers have to meet, is due in part to the marketing of competitive food products in attractive containers, W. H. Kammert of Swift and Company, said in his paper, "Packaging Economies", adding "that in the packing industry packages are gradually being reduced in size to get closer to the consumer." The Institute of American Meat Packers is very much interested in simplification, having simplified the 20 odd sizes of lard containers to 5 or 6.

40. RECENT ACTIVITIES OF THE DIVISION OF SIMPLIFIED PRACTICE

Preliminary, general and revision conferences have recently been held under the auspices of the Division of Simplified Practice, U. S. Department of Commerce, looking to the simplification of:

DIE HEAD CHASERS The standing committee representing this recommendation has revised the recommendation in which Table 2 was completely eliminated, and inserted a paragraph in Table 1, to the effect that "The stockable sizes shown in the following tables are for right hand threads only." The revision is to become effective April 1, 1928, subject to regular annual revision by a similar meeting. The average degree of adherance to the recommended stockable sizes of Die Head Chasers was 80.74 per cent.

STEEL BARRELS AND DRUMS. Three changes in this recommendation have been made by the standing committee of the steel barrels and drums industry. These changes are as follows:

1. Standard I.C.C. Drum, 33 gallon eliminated and 30 gallon substituted.
2. Friction Cover Light Drum, a one hundred pound grease drum should be added to this classification.
3. The note under Table 2 should be changed to read as follows:
   "Capacity of drum to be not less than 10 gallons nor more than 110 gallons, and gauge of steel to be used, to be not less than 20 U. S. Standard."

The elimination of the 33 gallon I.C.C. Drum is promoted by the fact that the survey for 1926 showed 1255 while in the case of the 30 gallon drum more than 9000 were recorded. The addition of the one hundred pound grease drum was necessary in view of the fact that the survey indicated approximately 25,000 of these being used during 1926. It is a special drum, devoted chiefly to use by the oil concerns as containers for lubricating grease. The recommendation became effective January 1, 1928.

CARTRIDGE FUSES. Replies received from majority of manufacturers indicate approval of proposed preliminary conference. Meeting of Fuse Section of the N.E.M.A., on January 24th will consider data on sales now being prepared by members

CHAIN, WELDED. Manufacturers have met and organized National Welded Chain Manufacturers' Association. The association will appoint a Simplified Practice Committee, and it is expected that a preliminary conference will be held this month, inasmuch as the manufacturers favor simplification.

FIRE ENGINES. Majority of the manufacturers favor simplification, as well as the National Board of Fire Underwriters. It has been suggested that the reduction of variety of pumping capacities be undertaken as first project.

HACK SAW BLADES. Manufacturers have formed National Hack Saw Blade Manufacturers Association. Simplification proposal presented at the organization meeting has been approved and survey is now under way.

WIRING DEVICE. Now preparing list of six items in wiring device line where greatest opportunity for simplification exists. Meeting to be held under auspices of N.E.M.A., January 25th, to take up simplification in these items.

ADHESIVE PLASTER. A meeting was held in New York on December 20th, of manufacturers of adhesive plaster to draft a tentative Simplified Practice Recommendation for the commodity. As a result of this meeting, the tentative recommendation provides for the elimination of two-thirds of the variety of adhesive plaster in rolls and the elimination of several widths in all lenghts, as well as the elimination of short lenghts in some of the retained widths of adhesive plaster on spools. The proposed schedule will be presented to all interested at a general conference this month.

GAS COCKS. The Manufacturers' Standardization Society of the Valves and Fittings Industry is at present engaged in a survey of diversification in sizes and styles of plug cocks for gas service under present conditions. It is expected that this organization will submit a tentative simplified practice recommendation to the Division of Simplified Practice within the next two months.

HOLLOW METAL AND KALAMEIN DOORS. A joint meeting of two committees representing the Hollow Metal and Kalamein Door Industries has been held, and a tentative recommendation agreed upon for the elimination of a large number of door sizes now manufactured. A general conference is expected this month.

CONTAINERS FOR VEGETABLE SHORTENING. A variety survey of containers has been completed and the Interstate Cotton Seed Crushers' Association has requested the Division to call a general conference of manufacturers, distributors, and users to adopt and promulgate a simplified practice recommendation covering sizes and types of containers used for packing vegetable shortening.

CHEESE AND CHEESE CONTAINERS. A simplified practice committee has recently been appointed by the National Cheese Institute to make a survey of the cheese industry with the view of preparing a tentative simplified practice recommendation for consideration and adoption at a general conference of manufacturers, distributors and users, to be held sometime in the spring.

GLASS CONTAINERS FOR PRESERVES AND JELLIES. A preliminary conference of representative members of the National Preservers' Association has been held, with this meeting holding that there were too many varieties of shapes, sizes, and capacities for containers. A survey is now being made.

HOSPITAL PLUMBING FIXTURES. A preliminary conference of manufacturers will be held this month to review and discuss the consolidated report showing 1926 sales figures on various types of hospital plumbing fixtures. The representatives present at this meeting will determine the appropriate simplified list to be submitted to the hospital authorities for criticism and comment, after which a tentative simplified practice recommendation will be submitted to go through the regular procedure of the Division of Simplified Practice.

BEEKEEPERS' SUPPLIES. The Board of Directors of the Bee Industries Association of America, has appointed a simplified practice committee to make a survey of all items that might be eliminated, due to the fact that they are either slow sellers or do not accomplish the purpose that some other or better item could.

TYPE FACES. Professor E. G. Fulton of the Department of Extension Teaching of the University of Wisconsin has prepared a summary of a survey of magazines, newspapers, and advertising typography in the United States, which revealed the fact that there are a great many obsolete or seldom used type faces. With the permission of Professor Fulton and the approval of the University, this survey will be used by the Division as a basis of approach to the printing industry for views regarding the desirability of applying simplified practice in the production and use of type face.

GLASS CONTAINERS FOR DRUG AND PHARMACEUTICAL TRADE. As a first step in launching a simplification program the Druggists' Research Bureau is making a stock simplification census of toilet articles and related merchandise. The American Pharmaceutical Manufacturers' Association has a committee working on the problem of standardization of glass containers. The Division is cooperating with other drug and pharmaceutical organizations in helping to work out a simplification program for glass bottles, etc.

FISH CONTAINERS. The President of the U. S. Fisheries Association Inc. has asked the chairman of the Committee on Standardization to make a survey of packages used in the fish-packing industry. It is the opinion that this survey will reveal an amazing variety of packages now in use. The Association has asked the cooperation of the Division in developing a simplified practice recommendation covering a simplified list of fish containers.

DIVISION OF SIMPLIFIED PRACTICE

PUBLICATIONS OF AMERICAN MARINE STANDARDS COMMITTEE

A.M.S.C. Serial No.	Title or Subject	Price
	Organization of the American Marine Standards Committee. Its Constitution and Rules	5¢
	Stability and Loading of Ships (Out of Print)	
1.	Glass for Air Ports and Fixed Light	5¢
2.	Mooring Bitts - Cast Iron	5¢
3.	FIXED LIGHTS FOR SHIPS	5¢
	Type A - Pressed Steel Frame	
	" B - Cast Brass Frame	
	" C - Cast Brass Finished Frame	
*4.	RIGGING SCREWS FOR SHIPS	
	Rigging Screws with Spliced Rope	
	Rigging Screws with Sockets	
5.	SHIP FITTINGS FOR DECKS AND RIGGING	5¢
	Chain Plates	
	Wire Rope Sockets	
	Solid Thimbles for Wire Rope	
	Open Thimbles for Wire Rope	
	Thimbles for Manila Rope	
	Pad Eyes and Links	
6.	CARGO HANDLING GEAR FOR SHIPS	5¢
	Railroad Iron Sling	
	Chain Sling	
7.	Kinds and Sizes of Hose for Ship Equipment	5¢
8.	Specification for ¾" and 2" Flexible Metallic Hose	5¢
9	Specification for 2½" Double - Jacketed Cotton Rubber-lined Fire Hose	5¢
10.	Specification for 2½" Unlined Linen Fire Hose	5¢
11.	Instructions for Care and Maintenance of Steel Hulls	5¢
12.	General Instructions for Operation, Care and Upkeep of Scotch Type Marine Boilers	10¢
13.	Kinds and Sizes of Mattresses and Pillows and Woolen, Linen and Cotton Articles for Ship Equipment	5¢
14.	Kinds and Sizes of Glassware for Ship Equipment	5¢
15.	Kinds and Sizes of Silverware for Ship Equipment	5¢
16.	Distinctive Markings for Piping	5¢
17.	Specification for 2½" Single-Jacketed Cotton Rubber-Lined Fire Hose	5¢
18.	Essential Machinery Spare Parts, Accessories and Supplies for Sea-Going Ships	5¢
19.	Equipment and Methods for Safety on Ships	5¢
20.	General Instructions for Operation, Care and Upkeep of Water Tube Marine Boilers	10¢

A.M.S.C. Serial No.	Title or Subject	Price
21.	Condenser Tube Ferrules and Tube Sheets	5¢
22.	Specifications for Pressure and Vacuum Gauges for Ships	5¢
23.	Mooring Bitts - Cast Steel	5¢
24.	FIRE HOSE RACKS FOR SHIPS Metal Rack - Pocket Type Metal Rack - Saddle Type Wooden Rack	5¢
25.	Pilot Ladder	5¢
*26.	TUBULAR STEEL CARGO BOOMS 5 Tons Capacity 10 Tons Capacity 15 Tons Capacity 20 Tons Capacity 30 Tons Capacity	
27.	COUPLINGS FOR PROPELLER SHAFTING Flanged Couplings Loose Couplings for Inboard Shafts	10¢
28.	PROPELLER SHAFT DETAILS Tail Shafts and Stern Tube Bearings Propeller Keys Propeller Nuts Stern Tube Stuffing Boxes	5¢
*29.	SHIP PROPELLER DETAILS Hubs for Built-Up Propellers with recessed blades Fairwater Caps for Built-Up Propellers with recessed blades	
*30.	Propeller Hub Studs, Nuts and Lock Screws	
*31.	Packing Gland for Propeller Hubs (Optional Method)	
*32.	Fire Clay Refractories for Marine Service.	
*33.	Life Boat Sizes and Capacities Narrow Type Wide type	

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